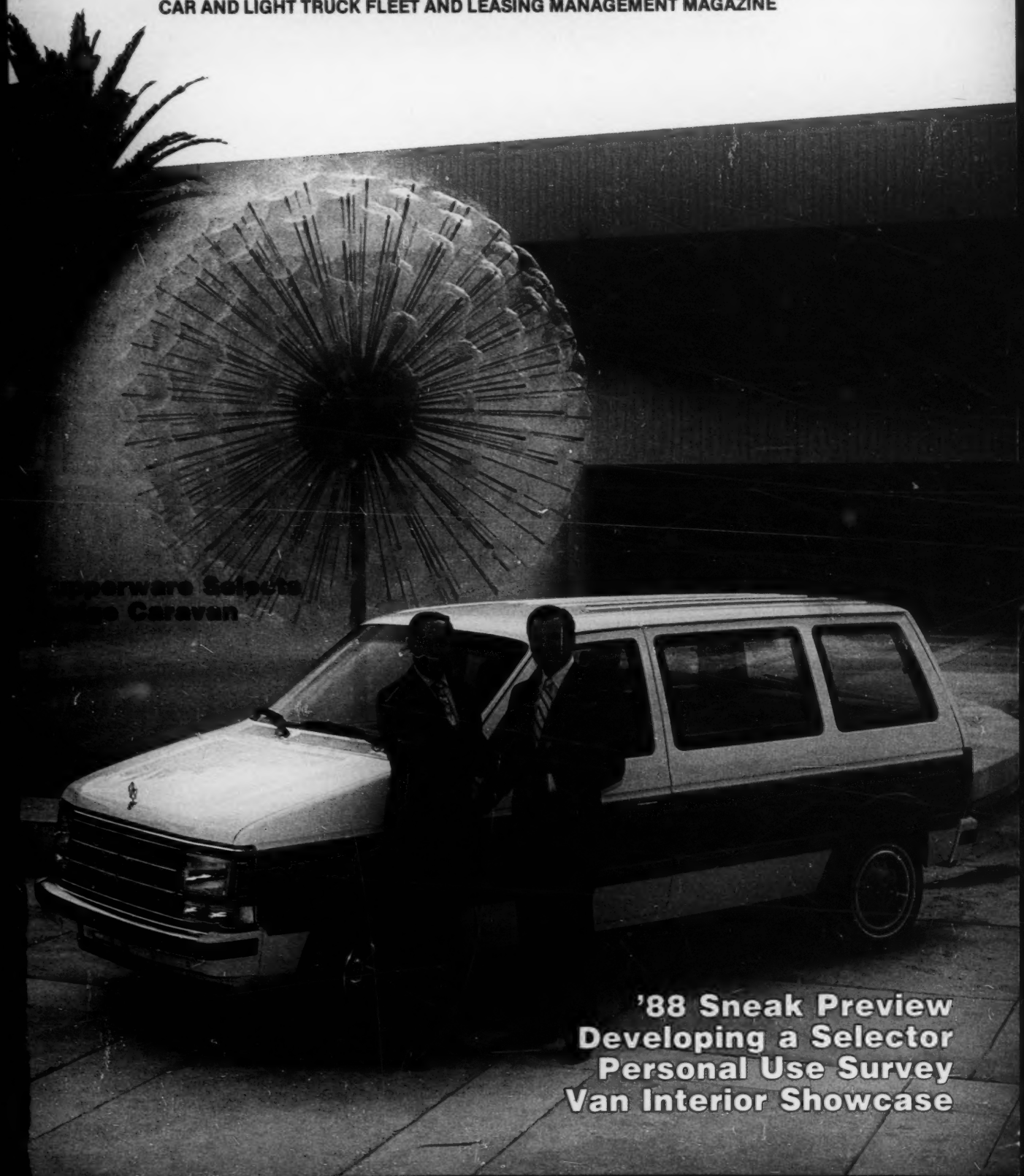
C1575-2A
9/8/87

a bobit publication

september 1987

automotive FLEET

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE



Tupperware Selects Dodge Caravan

'88 Sneak Preview
Developing a Selector
Personal Use Survey
Van Interior Showcase

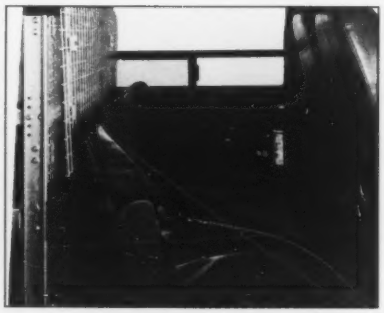
automotive FLEET

CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

SEPTEMBER 1987
VOL. 26, NO. 11

Influencing the management of 4,720,000 cars and 2,000,000 light trucks and vans in business, leasing, rental, utility, government, police and taxi fleets.

p. 41



p. 96

On the cover: Doug Martin, president of Tupperware Home Parties — North America receives the key to a 1988 Dodge Caravan wagon from Hal Barton, general manager of Chrysler Motors Fleet Operations.

Features

41 **Sneak Preview**
Highlights of what the 1988-model year promises.

46 **Considerations in Developing a Selector List**
Meshing fleet needs with corporate objectives.

54 **1988 Domestic Car Body Family Designations**
The A-B-Cs of body types from the "Big Three."

56 **1988 Fleet Incentives: Cadillac, Oldsmobile, and Toyota**
The latest fleet programs, plus an update from Oldsmobile.

58 **Microcomputers for Fleet Management**
A case history of PCs used in fleet applications.

60 **The Quiet Revolution**
Technology impacts automotive and maintenance systems.

66 **AALA 1986 Cost Analysis Survey**
Intermediate cars gain in popularity.

76 **NAFA's 1987 Personal Use Survey**
Almost all fleets allow personal use of company vehicles.

86 **The Southern California Exotic Car-Rental Market**
Exotic car rentals are gaining increased popularity.

91 **A Profile of Nevada's State Motor Pool Division**
A look at the division's purchasing policies and fleet operations.

Truck Section

95 **Chrysler Awarded Tupperware Fleet Order**
Tupperware will lease approximately 5,000 1988 Caravans.

96 **Van Interior Showcase**
Customizing vans increases their versatility.

106 **Light Truck and Van News**

Departments

Letters	11	Used-Car Prices	123
Industry News	17	New Products	124
Hotline	27	Classified	126
Light Truck and Van News	106	Gas Prices	128
Personnel Personals	112	Calendar	129
Leasing	114	Ad Index	129
Rental	118	Editorial	130

AUTOMOTIVE FLEET® (ISSN 0005-1519) is published 13 times a year by Bobit Publishing Company. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Please address ALL correspondence to the Editorial and Executive Offices at 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices — United States: $24 per year, $40 for two years; Canadian $32 per year, $60 for two years. International: $60 per year, $100 for two years. Single copy price — $2.00; Fact Book — $25. Number of cars operated and services must accompany the order. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional entry. Postmaster: Send address changes to Automotive Fleet, 2512 Artesia Boulevard, Redondo Beach, California 90278. Bobit Publishing also publishes *Automotive Fleet, Installation News, Metro, School Bus Fleet, Limousine and Chauffeur, Contemporary Surgery, Contemporary Orthopaedics, Contemporary Ophthalmic Forum, Waterbed, Showcase, Salon Trends,* and *Yankee Trader.*

The vehicle selection process isn't something that should just take place in May or June, and then put away for review a year later. Developing a selector is a dynamic process that should be underway throughout the model year.

Considerations in Developing A Selector List

The proper selection of fleet cars is important because it solves many administrative problems before they occur. For instance, proper vehicle selection facilitates fleet management by controlling costs, reducing vehicle downtime, and contributing to improved driver morale.

However, as any fleet manager will attest, developing a vehicle selector which meets all corporate fleet objectives is, by no means, an easy task. Developing a selector list is analogous to a juggling act, whereby the fleet manager attempts to balance varied corporate objectives by selecting vehicles that satisfy fleet needs at a reasonable cost while, at the same time, seeking to keep drivers happy. As a result of these varied corporate objectives, the right fleet car for one company may not be the right fleet car for another company, particularly one in a different business. Consequently, there is no one way which is the "best way" to select fleet vehicles. For example, different fleet managers may select different vehicles, even though they employ the same methodologies in reaching those decisions.

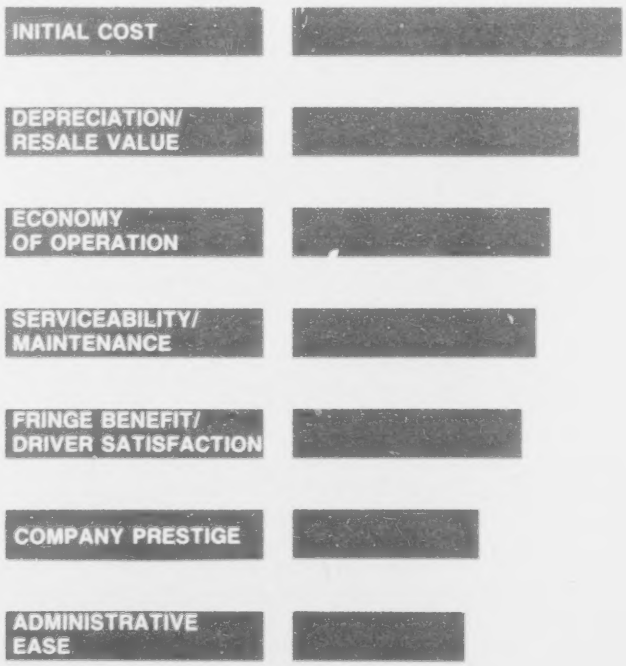
Developing A Selector

The vehicle selection process isn't something that should just take place in May or June, and then be put away for review a year later. It's something that is dynamic and should be underway at all time. It is extremely important to maintain a high degree of flexibility in the selection process of fleet vehicles. Should a car prove to be a bad selection, perhaps as a result of changes in the industry, a fleet manager needs to be able to drop it mid-year. Similarly, pricing has been known to change in the middle of the year, and sometimes new incentives are offered, which add further to the advantage of constantly refining a selector list.

Determining the appropriate models to put on a selector list is an ongoing process. One way to insure a successful selector list is by soliciting information from field personnel — both management and staff drivers. An excellent way for a fleet manager to obtain this driver feedback is by attending business sales

Factors Influencing Vehicle Acquisition

As part of NAFA's New Car Acquisition Survey, respondents were asked to rank in order of importance seven factors they use for fleet car selection.



Source: National Assocaition of Fleet Administrators.

meetings. These meetings can provide the feedback necessary to determine how field personnel regard their company cars. Another method to solicit driver feedback is through day-to-day contact with field personnel through phone calls and correspondence. Input from department management is also crucial because it helps determine which vehicles can best help a company market its products or services. These managers can define for a fleet manager their specific departmental needs and explain the marketing tools being employed by field personnel. This departmental feedback can be used to resolve a variety of questions such as trunk requirements, which is important, especially if drivers are required to carry literature or product samples.

Likewise, it is also important for a fleet manager to work closely on an ongoing basis with manufacturers' sales representatives. Factory representatives provide valuable information regarding upcoming products and available fleet services. In addition, they can offer valuable insights as to what a fleet manager should consider when deliberating the pros and cons of specific model selections. Similarly, leasing companies can provide valuable selection information based on vehicle data stored within their extensive computer databases and close contact with vehicle manufacturers.

Developing a selector list is analogous to a juggling act, whereby the fleet manager attempts to balance varied corporate objectives by selecting vehicles that satisfy fleet needs at a reasonable cost while, at the same time, seeking to keep drivers happy.

Meshing Fleet and Corporate Needs

A fleet manager needs to match fleet needs with corporate objectives when developing a selector list. If one doesn't exist, it is recommended that a list of corporate objectives be established which a selector list should strive to meet. A fleet manager's task is to incorporate these corporate goals in the proper selection of vehicles which satisfy the driver's needs in the field. When formulating a selector list, a fleet manager should examine the operating costs, total holding costs, acquisition, potential resale, and net depreciation. In addition, the right fleet car selection must be in balance with a company's evaluation of vehicle usage, size requirements, cor-

Table 1
Fleet Incentive Preference Of Fleet Executives

Type of Fleet Incentive	Percent U.S.
Credit	60%
Free Options	40%

Table 2*
Why Fleet Executives Select Credit (Of Those Which Do So)

Reasons	Percent
Fleet policy/vehicle specification set standard options	47%
Improves cost control	35%
Facilitates administration	8%
Avoids car assignment conflicts	5%
Avoids standardization of free options	3%
Offers better value than free options	2%

Table 3*
Why Fleet Executives Select Options (Of Those Which Do So)

Reasons	Percent
Improves driver morale	34%
Increases resale value	34%
Offers better value than credit	11%
Maintain equipment level at less cost	9%
Provides incentive for employees to purchase cars at end of cycle	4%
Upgrades equipment at low cost	4%
Motivates drivers to better maintain cars	2%
Improves company image	1%
Enables testing of new options	1%

*Percentage reflect U.S. and Canadian responses combined.

Source: Runzheimer Reports on Transportation.

porate image, and appropriate optional equipment. A selector list should provide the type of vehicles that are best suited to perform the specific job assigned to its drivers.

One rule of thumb regarding optional equipment is to select accessories which enhance vehicle value, and pick items dealers can't conveniently install themselves. For instance a vinyl roof is not a significant factor at resale because if a dealer chooses, he can add a vinyl roof at nominal expense.

The final step is meshing these requirements with the available fleet incentive programs offered by manufacturers. Some fleet incentive programs offer free options, such as air conditioning or other accessories in place of, or, in addition to, invoice credits. Free option programs can help improve driver acceptance and satisfaction with the product. At the same time, free options provide value to the company and increase the vehicle's resale value. Other common fleet programs are used-car guarantee programs. Used-car guarantees take two approaches. One is a best-in-the-class guarantee. The other type, often called guaranteed depreciation programs, are based upon a predetermined percentage of monthly depreciation to determine a vehicle's future used-car value.

Optional Equipment

Another consideration in vehicle selection is matching the option content to the particular grade of car that is being purchased. This is extremely important at resale. AM/FM stereo radio, tilt wheel, and cruise control, which today are the most common accessory options, were rare only 10 years ago. Since the early sixties, fleet cars have been equipped with basic options, such as air conditioning, power steering, power brakes, and automatic transmission. But within the past 10 years, stereo radios, cruise controls, tilt wheels, power seat, windows, and door locks have become more common.

One rule of thumb regarding optional equipment is to select accessories which enhance vehicle value, and pick items dealers can't conveniently install themselves. For instance, a vinyl roof is not a significant factor at resale because, if a dealer chooses, he can easily add a vinyl roof at nominal expense. On the other hand, especially with larger size cars, it would not be cost effective for a dealer to install power seats and power door locks.

Fleet incentives that offer specific free options sometimes serve to complicate the question of which accessories to add to a selector. This frequently presents the dilemma where one make and model is added to a selector with certain free options which often obliges a fleet manager to offer similar accessories in the other makes that line up against it.

A Case History

3M maintains two separate selector lists: one for sales personnel and the other for sales management.

Tim Hoffmann

"In the development of any selector list, we use some very basic criteria," says Tim Hoffmann, manager of employee transportation and travel services at 3M Co. in Minneapolis, MN. "Our foremost criteria is the job function of the employee who will be utilizing the vehicle. We have to make vehicles available to our employees to meet the specific job function they perform. A sales vehicle will differ from a service vehicle," says Hoffmann. Other considerations in developing 3M's selector list is capital cost, vehicle safety, maintenance history, resale value, along with driver comfort and convenience. "All of this is based on our past analysis of performance and driver response to previous selectors," says Hoffmann. AF

Vehicle Selection Checklist

Presented below is a brief five-step checklist for developing an effective vehicle selector list.

1. Compile a list of fleet vehicles to be considered and price out cars on a comparably equipped basis. Review fuel economy information, plus compare operating and maintenance costs.
2. Determine what optional equipment will be included at no cost to the driver.
3. Project vehicle depreciation and holding costs.
4. Factor manufacturers' fleet programs into depreciation and holding costs projections.
5. Finally, incorporate into the selection analysis other factors such as vehicle usage, size, image, administrative ease, driver perception and satisfaction.

Tony Zack, Sun Electric Corp. vice president of sales and marketing, discusses significant technological advancements in engine electronics, on-board computers, and anti-skid brakes that have contributed to...

The Quiet Revolution

There's a quiet-but-significant revolution going on in that part of the automotive world related to automotive electronics. Elements of that revolution don't seem to get their share of popular attention, because many of them are inventions born of necessities to meet government-mandated fuel and emission requirements.

Distributorless engines are one example. There aren't too many around yet. Only about one new car in 10 in the United States had a distributorless engine last year. Next year, that ratio is expected to climb to more than one in three. By 1990, almost two of every three new cars built will have distributorless ignition systems.

That's fast, and that's pervasive. That's also good, because distributorless engines burn fuel more efficiently than those with conventional ignition systems, boosting fuel economy and lowering emission levels in the process.

But now comes a question. Have you seen many advertisements incorporating this as a feature? No, and that's understandable. Buying a new car because it doesn't have something — in this case a distributor — isn't a very compelling reason for many consumers. So what's the fuss? The fuss is service shops

Engine diagnostic service requires sophisticated electronic test equipment, such as Sun Electric Corp.'s Modular Engine Analyzer (MEA).

can't work on distributorless ignition in the same fashion as they do conventional systems. So you can't — or at least you shouldn't — take those cars just anywhere for service. Yet very few drivers have even a clue that their cars' engines are distributorless.

There's another element of the quiet revolution, and that is the growth of on-board computers. Back in 1984, one-quarter of all cars on U.S. roads had them. This year, that figure will climb to almost one-half. By 1990, the car without an on-board computer managing its engine will be on the endangered species list.

To most of the automotive world, on-board computers have become rather passe. That's probably true with car drivers as well. There was an original concern about how those "black box" systems would be handled, and mishandled, in service facilities. And there's another problem here. That problem is that there is no standardization among automak-

Sun's D.I. Link works in conjunction with engine analyzers to permit thorough examination of distributorless engines.

ers, and, as each sends out more cars with more variations on their individual on-board systems, the potential for service confusion is growing proportionately.

Another piece of the quiet revolution — the least quiet of all actually — is anti-skid brake systems. Right now, they are fairly limited in use to top-of-the-line luxury cars. They represent currently just two percent of the world new-car market. But watch out. It's estimated that anti-lock brakes will be in 41 percent of all new cars in just three years' time. Here again, this represents a major technological change. Here is how one maker describes its system:

"Electronic sensors, placed at both front wheels and at the drive pinion of the rear axle, are the system's vital nerve ends. In a moving car, under normal driving conditions, those sensors are constantly signaling the rotational speed of the wheels to the computer. Registering a millisecond-by-millisecond electronic bulletin on the precise state of adhesion between the car's tires and the road surface. Then comes that sudden emergency. The driver reacts to danger ahead by reflexively hitting the brake pedal hard; hard enough, in a conventional braking system, to risk locking up one or more of the car's wheels. But those electronic sensors have already detected the onset of wheel slip and altered the computer. And the computer starts regulating fluid pressure in the brake line, modulating and cadencing brake pressure, via solenoid valves in the brake lines, as often as 10 times per second."

Up to now, it may sound like these various changes are unrelated. One deals with brakes; one with engines; one's computerlike. But there's a common thread through them all. They all involve electronics, and that's why the electronic content of the average new car is going right through the roof.

In 1970, the average new car had $25 worth of electronics, represented by its AM radio. Today, elec-

FLEET FAVORITE.

Stillman Fleet Group is one of America's oldest and largest fleet specialists. After nearly 80 years, we know what you want and we know how to deliver.

Great value... Great follow-through... Large inventory... Nationwide dropship capability.

No wonder we're the favorite all across the U.S.A.

Stillman FLEET GROUP

Ceil Jacobson, Fleet Manager
Route 4 & Grand Avenue
Englewood, New Jersey 07631

(201) 569-9000

BUICK
PONTIAC
OLDSMOBILE
FORD
ISUZU
HYUNDAI
SUZUKI

Circle 123 on Inquiry Card

Computer software for individual engines and automotive systems is inexpensive and can be distributed by mail.

tronic content is in the $1,000-range, and, by 1990, it seems sure to hit $1,400. One veteran engineer once remarked, "The new cars make TV technicians feel more at home under the hood than they do most automotive service personnel." What's more, surveys of automotive service personnel skills invariably conclude that electronics is the skill least-well-developed of all. So, are we, as an industry and the motoring public, in trouble? The answer is emphatically, "No." The answers to challenging changes, such as those cited, are being developed right alongside the changes themselves.

Consider distributorless engines. New developments such as Sun Electric Corp.'s adapter, which has a number of patents pending, have been devised to bring the service technician up-to-speed on testing and repairing the system. Here's one example: Distributorless engines uniquely fire on the exhaust piston stroke, as well as the power piston stroke. That's what helps cut emission levels of the engine. The Sun adapter, called the D.I. Link, measures both power and "wasted" stroke spark to determine how well the engine is doing its job. "Wasted" stroke readings are an entirely new concept that helps a service technician learn what is or isn't happening with a distributorless engine.

As for on-board computer system proliferations, there exists a software-intensive repair tool called Test Link that uses floppy discs to interface and converse with the various systems and with each of their variations.

What Test Link programs do is present procedures single-step by single-step on the screen of the engine analyzer with which they are associated. The repair technician can't get on the wrong chart, can't lose his place, or skip steps, because the technician sees only one step at a time. The repairs on-board systems usually require are amazingly simple, if and when you know where to look. Usually, it's something like replacing a sensor or reconnecting a wire. The Test Link "library" is still growing, and the first disc for imports are about to be released.

As noted before, the on-board computer is just one of the advanced and exotic electronic components being built into cars today. All the 12 systems below are in production today and are above and beyond the electronic controls that have already become commonplace, such as power windows, doors and locks, steering, and antennas. The 12 include: on-board engine computer system, automatic climate control, headlight delay system, keyless entry and illumination system, electronic message center, entertainment system with electronic stereo search, elec-

Computerized brake analyzers allow dynamic brake examination without the need to take the vehicle on the highway.

tronic instrument cluster, non-volatile memory module, automatic-dim day/night rear view mirror, electronic anti-theft system, air suspension and level control system, and anti-skid brake system.

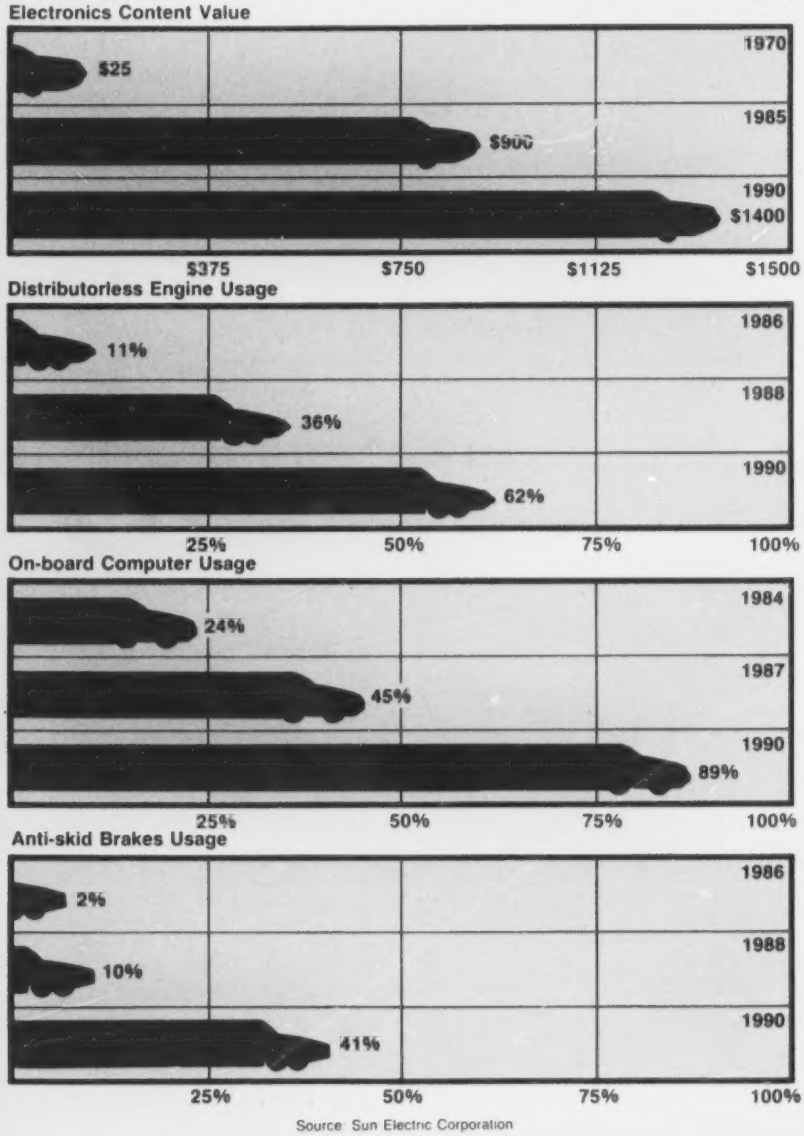
That's quite a load for a car's electrical system, but there's new service equipment to deal with such concerns. Sun's is called a VAT-60 — "VAT" is short for Volt/Amp Tester — and it's intelligent, providing its own "good/bad" judgments on the condition of a car's battery, starting system, and charging system. It can also do pinpoint tests on the various electronic components, providing information on their condition based on standard electrical specifications. Furthermore, the VAT-60 has a microprocessor brain programmed to reject improper testing procedures, such as not achieving the proper engine speed to conduct a valid test, or not holding that speed for a sufficient amount of time. It will also not permit skipping test procedures. This is another example of how new, sophisticated technology is being matched by sophisticated testing tools that can be operated by technicians with average and below-average skills and still can be counted upon to find the correct repair answers.

As for anti-skid brake systems, there is another service answer of significance now under development. ABS looks like it will best be tested dynamically, rather than in the static manner that has generally proven satisfactory in this country for conventional brake systems. Sun has been building a computerized dynamic tester in Europe for some time, and is in the process of writing software to enable it to put anti-skid systems through their most revealing paces. Indoor facilities, equipped with computerized roller testers have replaced the test track as the final check for new cars and trucks. Sun's roller test does a 32-function check in a matter of minutes, and its rollers are adjustable to fit several wheelbases.

Sun's latest piece of equipment is the new MCA, which is the best and most complete marriage yet of computer and engine analyzers. The device will test a car in any fashion its operator chooses, by symptoms, by engine systems, even by what is called "rapid test," which can produce preliminary diagnostics in as little as two minutes. The MCA does pointed results printouts for technicians and expansive explanations of the situation for the driver. Driver printouts are so complete they even project what to expect regarding improvements upon completion of the repairs prescribed. MCA also examines every engine from more than 40 individual parameters stored on a disk. The disk carries all those test limits and all the associated diagnostic messages for virtually every car model built in the U.S. in the last 20 years and for every popular import of the last decade.

As automotive technology advances, service equipment improves to meet new technological challenges. AF

Emerging Trends in Automotive Technology



Source: Sun Electric Corporation

Intermediate cars increase in popularity among fleets, while imports drop dramatically according to the most recent AALA survey, which is based on a completely revised format to make respondents' information more useful.

AALA 1986 Cost Analysis Survey

AALA's most recent survey, analyzing costs and related information pertinent to the fleet leasing industry, has been released upon completion of the statistical work by Michael Silver & Co. of Skokie, IL. Those familiar with AALA surveys of years past will note that the most recent is different from previous surveys.

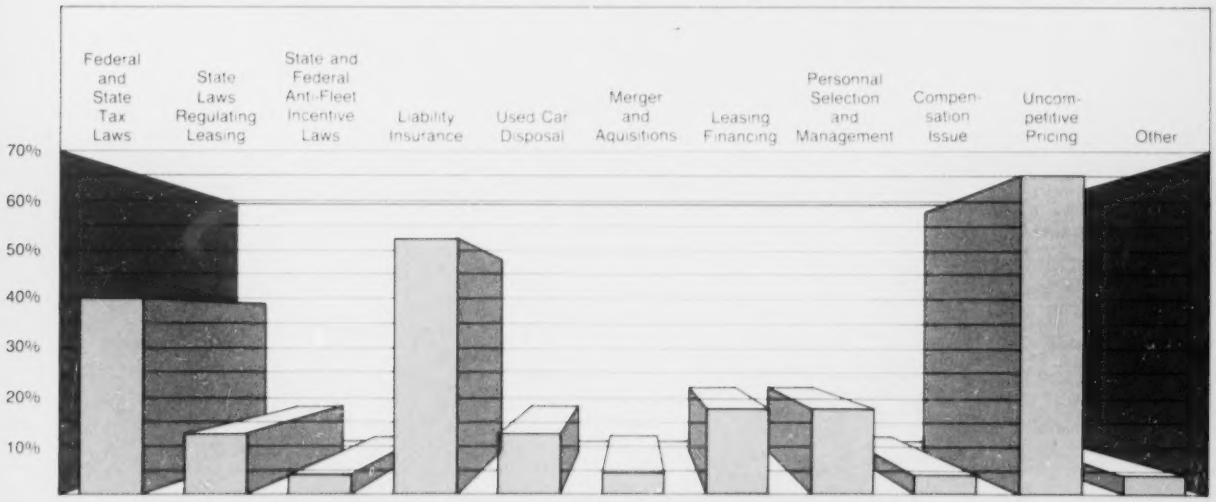
According to John Fitch, AALA executive director, "This year's survey is totally different. The survey was changed, because membership felt that the information from past surveys, while complete, was not of real, practical value. "Consequently," Fitch explains, "participation in the surveys was declining over the past couple years." An AALA committee evaluated the survey and recommended changes, which were incorporated in the new survey, rewritten to simplify the response process. The survey was mailed to the AALA membership (170 companies) to[illegible]d the end of 1986. Fitch repor[illegible]iat responses were up over those in 1985.

The survey is conducted by AALA annually to assess certain aspects of the leasing industry as a means to measure it statistically and to provide guidance to lessors and other interested parties. Since open-end leasing was the growth end of the industry in 1986, those portions of the survey related to open-end leasing are included below.

Following are highlights of the most recent survey: In 1986, the average fleet car cost $12,066. Administrative costs increased slightly from $33.44 in 1985 to $36.53 in 1986 on a per-unit basis. Chevrolet, Ford, and Oldsmobile remained the most popular fleet automobiles, each up slightly over 1985, while Lincoln-Mercury showed a decline. Among vehicles composing fleets, imports dropped considerably from 19 percent in 1985 to nine percent in 1986. Intermediate car popularity increased from 45 percent in 1985 to 54 percent in 1986, while standard cars dropped nine percent, and compact cars slid eight percent. There was a significant jump in the number of used fleet cars sold to auctions (seven percent in 1985 vs. 22 percent in 1986), although the largest number (33 percent) went to used car dealers.

For further information on the survey, contact John Fitch, executive director, American Automotive Leasing Association, 1001 Connecticut Ave., NW, Suite 1201, Washington, DC, 20036.

Major Issues In The Leasing Industry



Analysis of Per Unit Per Month Costs For The Year 1986
Open-End

	Interest	Depreciation %	Depreciation Amount	Insurance	Licenses and Taxes	Maintenance and Repairs	Delivery	General and Administrative	Total Costs
Less than 1,000 Cars	($ 84.80)	—%	$207.92	($ 1.79)	$ —	$ —	$ —	$35.11	$329.62
	(10.27)	—	—	—	1.37	—	1.26	58.53	71.43
	—	—	—	—	—	—	—	33.35	33.35
	—	—	—	—	—	—	—	—	—
	61.00	—	124.00	—	—	—	—	52.25	237.25
Average Costs	61.00	—	165.96	—	1.37	—	1.26	44.81	274.40
Over 1,000 Cars	—	—	—	—	—	—	—	—	—
	—	—	—	—	—	—	—	—	—
	55.83	—	—	14.39	—	—	(.57)	(61.84)	132.63
	51.33	—	—	18.06	—	—	—	(12.85)	82.24
	42.66	—	—	—	—	—	(89.00)	33.38	165.04
	35.03	—	—	15.59	(.06)	—	(.42)	(15.18)	66.28
	—	—	—	—	—	—	—	—	—
	45.99	—	—	—	—	—	5.52	30.47	81.98
	44.00	2.00	247.70	(1.40)	—	—	2.56	31.58	327.24
	59.07	—	—	(2.23)	—	—	—	29.28	90.58
	57.17	—	—	(10.25)	16.50	(27.06)	1.40	40.91	153.29
	57.61	—	—	(.61)	1.57	—	—	20.48	80.27
Average Costs	49.86	—	247.70	16.02	9.04	—	3.16	31.02	356.80
Combined Average Costs	50.97	—	193.21	16.02	6.48	—	2.69	36.53	305.90

General and Administrative Expenses Per Unit Per Month Costs
Open-End

Less than 1,000 Cars	Total	Principal(s) Salary	Advertising	Travel & Promotion	Telephone & Telegraph	Rent & Occupancy	Office Supplies & Expense	Data Processing	Professional Fees	Administrative Salaries	Sales Salaries	Taxes	Insurance	Other	Other Salaries	Lease Revenue to Total Revenue %
	$35.11	$10.48	$5.45	$1.66	$1.27	$ 1.73	$ .55	$ —	$1.65	$ 5.61	$ —	$ .28	$ .78	$ 5.65	$ —	— %
	58.53	15.00	—	.05	.50	12.75	.60	2.12	1.08	9.25	7.74	.94	7.50	1.00	—	87.00
	33.35	—	1.74	2.78	1.05	3.46	2.09	.85	1.40	—	8.96	4.43	2.15	4.44	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	52.25	6.50	1.50	.50	1.50	4.00	1.50	.50	2.50	8.50	4.00	.50	.25	20.50	—	—
Over	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
1,000	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Cars	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	(61.84)	.89	5.92	1.34	3.41	8.65	1.81	1.24	.65	9.35	13.56	.45	4.55	10.02	—	—
	(12.85)	.63	.22	.57	.62	.57	.49	.37	.50	4.19	2.49	.05	.13	2.02	—	2.30
	33.38	—	.24	1.59	1.65	1.97	2.60	2.63	.25	14.97	—	.24	.44	6.80	—	89.00
	(15.18)	.65	.12	.87	.64	1.66	2.02	—	.70	7.74	—	—	.27	.51	—	—
	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	30.47	—	.45	.72	1.48	4.05	1.23	.98	1.11	18.53	—	.88	.72	.32	—	—
	31.58	1.62	.40	2.22	.98	2.85	1.59	.59	1.37	12.57	3.47	2.50	.61	.81	—	76.00
	29.28	1.96	1.08	.70	.77	2.34	1.10	1.24	1.28	7.22	6.38	—	.27	4.94	—	89.00
	40.91	—	1.65	.44	1.63	4.92	1.52	.58	.61	13.11	7.97	.12	.52	7.66	.18	85.00
	20.48	1.89	1.15	1.70	1.09	1.86	1.00	.07	.90	6.51	1.62	1.75	.61	.33	—	—
Averages 1986	36.53															
Averages 1985	33.44															

( ) = Not used for averages.

Some People Boast That The Best Ideas Originate In California... In This Case It's True.

ANAHEIM
LINCOLN MERCURY
MERKUR
is #1
in retail sales in California. Let us show you what our retail customers already know.

ANAHEIM
LINCOLN MERCURY
MERKUR
Fleet Department

Brenda Collins
Fleet Sales Director
(714) 774-4888

1221 South Auto Center Drive
Anaheim, California 92806
At The Anaheim Auto Center

Courtesy Delivery Or Drop-Shipping To Any United States Location

Featuring Custom Limousines

Circle 126 on Inquiry Card

Composition of Fleets

	Chevrolet %	Ford %	Chrysler Corp. %	Lincoln-Mercury %	Buick %
	12.00%	10.00%	10.00%	— %	— %
	27.00	20.00	11.00	6.00	6.00
	3.00	1.00	1.00	1.00	6.00
	38.00	15.00	4.00	4.00	11.00
	24.00	11.00	12.00	4.00	9.00
	19.00	6.00	5.00	5.00	11.00
	21.00	20.00	9.00	3.00	10.00
	30.00	20.00	10.00	2.00	11.00
	11.70	6.30	7.30	5.00	6.30
	27.70	15.90	5.90	2.80	7.60
	24.70	32.20	9.00	2.20	4.90
	34.00	—	8.00	21.00	7.00
	34.14	10.62	11.08	3.40	8.53
	9.00	9.00	7.00	5.00	5.00
	20.00	10.00	5.00	5.00	10.00
	31.00	19.00	2.00	5.00	6.00
	28.10	20.50	5.50	1.60	7.20
	36.00	5.00	5.00	2.00	17.00
	33.00	33.00	3.00	2.00	4.00
	27.00	31.00	11.00	5.00	6.00
Averages 1986	24.00	15.00	7.00	4.00	8.00
Averages 1985	21.00	14.00	4.00	9.00	8.00

	Oldsmobile %	Pontiac %	Cadillac %	Foreign %	Other %
	— %	5.00%	— %	50.00%	13.00%
	6.00	5.00	1.00	13.00	5.00
	7.00	4.00	65.00	10.00	2.00
	18.00	2.00	2.00	5.00	1.00
	20.00	18.00	1.00	—	1.00
	13.00	3.00	4.00	17.00	17.00
	16.00	13.00	5.00	—	3.00
	15.00	11.00	1.00	—	—
	7.70	4.10	5.40	35.70	10.50
	18.20	4.50	2.20	8.60	6.60
	7.20	4.40	.30	.80	14.30
	14.00	10.00	—	—	6.00
	14.94	15.68	.31	1.25	.05
	7.00	7.00	4.00	26.00	21.00
	25.00	15.00	1.00	7.00	2.00
	14.00	10.00	1.00	2.00	10.00
	18.70	16.70	.30	—	1.40
	23.00	8.00	3.00	—	1.00
	9.00	1.00	1.00	3.00	11.00
	9.00	2.00	1.00	1.00	7.00
Averages 1986	13.00	8.00	5.00	9.00	7.00
Averages 1985	11.00	5.00	1.00	19.00	8.00

Note: Table represents the breakdown by nameplate for 20 fleets. The first fleet listed comprises 12% Chevrolet, 10% Ford, 10% Chrysler, 5% Pontiac, 50% Foreign, 13% Other, and no Lincoln-Mercury, Buick, Oldsmobile, or Cadillac cars, for a total of 100%.

Repairs and Maintenance

Open-End

	Maintenance Cap or Budget	Tires Limit	Tires #	Non-Authorized Repair Limit	Miles Limit	Limit Miles Annual	Full Maintenance %	Non-Maintenance %	Finance %	Brokerage %
Less than 1,000 Cars	No	—	—	$ —	—	—	— %	45.0%	50.0%	5.0%
	Yes	—	—	75.00	Yes	15K-20K	15.0	28.0%	52.0	5.0
	No	Yes	2-4	50.00	Yes	Varies	29.0	40.0	31.0	—
	—	—	—	—	—	—	—	5.0	95.0	—
	—	—	—	—	Yes	Varies	27.0	43.0	30.0	—
Over 1,000 Cars	—	—	—	—	—	—	—	—	100.0	—
	—	—	—	—	No	—	—	—	100.0	—
	No	—	—	—	No	—	—	—	100.0	—
	Yes	Yes	Varies	40.00	Yes	Varies	20.0	15.0	61.0	4.0
	Yes	Yes	Varies	Varies	Yes	Varies	1.7	4.1	94.2	—
	No	Yes	—	25.00	Yes	25,000	21.0	21.0	58.0	—
	—	—	—	—	—	—	—	—	100.0	—
	—	—	—	—	Yes	15,000	—	—	—	100.0
	—	—	—	—	—	—	—	15.0	85.0	—
	No	Yes	2-4	35.00	Yes	12K-24K	29.0	19.0	52.0	—
	—	—	—	—	—	—	—	1.0	99.0	—
	Yes	No	—	25.00	Yes	Varies	7.0	21.0	72.0	—
	—	—	—	—	Yes	15,000	—	62.0	38.0	—

Composition of Fleets

Model Sizes					Average Cost Per Vehicle	Number of Vehicles Per Employee
Standard %	Intermediate %	Compact %	Mini %	Other %		
60.00%	20.00%	20.00%	— %	— %	$14,500	6
20.00	60.00	10.00	10.00	—	12,500	300
80.00	15.00	5.00	—	—	19,600	140
40.00	55.00	5.00	—	—	11,900	60
10.00	83.00	7.00	—	—	10,580	94
15.00	50.00	5.00	—	30.00	14,000	150
—	—	—	—	—	14,900	46
—	—	—	—	—	—	—
20.00	65.00	15.00	—	—	11,000	300
—	—	—	—	—	11,000	300
—	—	—	—	—	17,000	—
20.00	60.00	15.00	5.00	—	10,996	175
18.00	59.00	18.00	5.00	—	11,909	275
13.00	50.00	9.00	2.00	26.00	11,400	159
8.51	78.22	9.36	2.39	1.52	10,605	288
30.00	40.00	25.00	5.00	—	14,000	—
20.00	50.00	20.00	10.00	—	11,500	110
15.00	50.00	8.00	—	27.00	11,600	102
—	—	—	—	—	11,009	200
13.00	65.00	22.00	—	—	10,850	118
—	—	—	—	—	12,825	163
25.00	70.00	5.00	—	—	11,081	122
—	—	—	—	—	12,771	148
Averages 1986 26.00	54.00	12.00	3.00	5.00	12,066	
Averages 1985 35.00	45.00	20.00	—	—		

In the U.S., the most popular method of charging employees for personal use is a cents-per-mile system. The per-mile system is also the most popular method of reimbursing drivers for business use of their personal vehicles.

NAFA's 1987 Personal Use Survey

A total of 464 fleets across the United States and Canada, an all-time high, responded to NAFA's 1987 Personal Use Survey. Altogether, these fleets control 394,091 vehicles, of which 221,049 are company-owned and 173,042 are leased.

The 389 U.S. fleets responding to the survey control 356,508 vehicles. Of this total, 196,146 are company-owned and 160,362 are leased. The 75 Canadian fleets control 24,903 company-owned vehicles and 12,680 leased vehicles, for a total of 37,583.

Approximately 91 percent of the responding U.S. fleets allow drivers personal use of company-provided vehicles. Eighty-four percent allow it after working hours; 84 percent allow it on weekends and holidays, and 76 percent allow personal use while the employee is on vacation. Among Canadian fleets, personal use breaks down as follows: 87 percent allow personal use; 94 percent allow it after working hours; 94 percent allow it on the weekends and holidays, and 93 percent allow it while employee is on vacation.

Eligible Drivers

Almost 75 percent of the U.S. fleets allow their employees' spouses to drive company vehicles for personal use, while 93 percent of the Canadian fleets allow usage by spouses. Canadian fleets are also more liberal in allowing employees' children that are licensed drivers to use company vehicles, representing 81 percent of the responding Canadian fleets. On the other hand, only 38 percent of the responding U.S. fleets said that employees' children with driver licenses may operate their parent's fleet vehicle. Thirty-eight percent of the Canadian respondents also said "others" are allowed use of the company vehicle; this number was nine percent in the U.S. The same percentage (38) of the fleets in both countries have set a minimum age limit of 20 for persons eligible to drive a company vehicle.

The surveyed U.S. fleet managers estimated that, each month, 473 miles of personal use mileage was driven by employees in company vehicles. The yearly per-car-per-driver personal use mileage estimate was put at 5,440 miles. Canadians reported that their monthly per-car-per-driver personal use average was nearly 874 kilometers, while the yearly total was slightly above 8,605 kilometers.

Altogether, personal use averaged 17.4 percent of the total yearly fleet mileage among the surveyed U.S. fleets. Canadian fleets responding to the survey estimated that 22.8 percent of their total yearly fleet mileage was for personal use. Among 81 percent of the U.S. fleets and 90 percent of the Canadian fleets, there is no limit on the amount of personal use mileage allowed. Those U.S. fleets having limits on personal use set it at a yearly average of 590 miles; the Canadian average is 4,732 kilometers.

Charging for Personal Use

More than 80 percent of the U.S. fleets and 66 percent of the Canadian fleets charge their employees for the personal use of a company vehicle. The most common method of charging in the U.S. is a cents-per-mile system, while in Canada it is by a flat monthly or weekly charge. In the U.S., the average charge per mile is 16.7 cents, while in Canada the average monthly/weekly charge (in Canadian dollars) is $58.10. The most-used method of collecting these charges in both countries is through salary deductions.

When reimbursing drivers for business use of their personal vehicles because they do not have company-provided vehicles, 306 U.S. and 59 Canadian fleets pay only for mileage driven. According to the survey, the per-mile-system is by far the most popular in both countries. The average amount paid in the U.S. is 20.6 cents, while in Canada it is 22.4 Canadian cents.

The per-mile pay system is also the most popular method used when an employee's assigned fleet vehicle is not in operation and an employee's personal vehicle is used for business. This method is used by 315 U.S. and 37 Canadian fleets. The average amount paid by the U.S. fleets is 20.7 cents, and by Canadian fleets it is 22.5 Canadian cents.

An employee's job title is the most important factor in determining who gets a company vehicle, according to 292 U.S. and 34 Canadian fleets.

1986-1987 Personal Use Survey Comparison

	1986	1987	+/−
Total Fleets Responding	358	464	+106
Total Vehicles	237,710*	394,091	+156,381
Total Company-Owned Vehicles	121,479	221,049	+99,570
Total Leased	106,671	173,042	+66,371

*Included 9,560 employee-owned vehicle

	Percent of Fleets Responding Positively		
	1986	1987	%+/−
Permitted Personal Use:	93%	88%	−5%
After Work	97	97	0
Weekends and Holidays	96	94	−2
On Vacation	86	85	−1
Charged for Personal Use (total):	83%	80%	−3%
Of above figure, percent charged by:			
Per Mile Charge	39	45	+6
Flat Monthly/Weekly Rate	39	39	0
Combination Per Mile/Flat Rate	28	15	−13
Charges Collected By:			
Expense Report	87%	68%	−19%
Salary Deduction	97	73	−24
(Does not equal 100% because many respondents use more than one method.)			
Personal Use's Permitted By:			
Employees' Spouse	*	77%	—
Employees' Licensed Children	*	44	—
Others	*	13	—
Repair Cost Paid By Employee:			
Yes	39%	36%	−3%
Of above figure, percent charging:			
Full Amount	5	5	0
Fixed Share	4	.7	−3.3
Dollar Amount	34	35	+1
Insurance Deductible	56	41	−15
Other	1	18.3	
Driver Charged With Accident — Other Driving:	31%	49%	+18%
Authorized Alternate Transportation:			
Employee's Vehicle	96%	92%	−4%
Rented Vehicle	94	89	−5
District Manager's Vehicle	51	40	−11
Pool Vehicle	86	74	−12
(Does not equal 100% because many respondents allow several alternatives.)			
IRS Audit in Last Two Years	8%	8%	0

*Last year, those returns with no answer for these questions were NOT counted as negatives votes. This year, answers left blank WERE counted as negative votes with the assumption that if the question was left unanswered it did not apply to the respondent. Next year, respondents will not be asked to respond "yes" or "no" but rather to check off all options that apply to them with no answer meaning it does not apply.

Source: National Association of Fleet Administrators.

A close second in the U.S. (202 fleets) was the number of business miles driven in a year, with the average being 13,503 miles. The results show Canadian fleets are fairly split in this area as well, with 30 fleets saying company vehicles were provided as part of the employees' fringe-benefit package.

U.S. and Canadian fleet managers also differ on alternate means of transportation for an employee whose assigned fleet vehicle is not in operation. Most U.S. fleets (331) prefer to reimburse an employee for the business use of his personal vehicle. A large percentage (292 U.S. fleets) allow employees to rent vehicles when their assigned fleet vehicle is not operating. Among Canadian respondents, 63 fleets prefer an employee to rent a vehicle, while 46 allow employees to use their personal vehicles.

Differences Between U.S. and Canadian Fleets

Differences also exist between U.S. and Canadian fleets with regard to the ways they handle accident repair costs passed on to drivers, when and if they charge drivers with accidents, and if and how they compensate drivers who lose eligibility for fleet vehicles.

Among Canadian fleets, 63 percent pass on to the employee some

Survey Question:

Is a limit placed on the amount of personal miles driven? If so, what is it?

	Drugs & Cosmetics	Food & Beverage	Insurance	Chemical & Petroleum	Manufacturing-Industrial	Manufacturing-Consumer	Public Utility	Government	Banking-Financial	Other	TOTAL SAMPLE
U.S. - Yes	2	2	4	5	9	6	9	17	3	13	70
- No	35	34	55	19	55	40	13	11	14	14	290
Limit (miles)	100	300	0	0	887	1,000	300	0	325	50	590
Canada - Yes	1	3	0	0	0	0	0	2	0	1	7
- No	15	10	2	5	14	7	2	1	2	4	62
Limit (Kilometers)	160	4,500	0	0	0	0	0	14,000	0	500	4,732

The Leader.
POLKOWITZ CADILLAC/BUICK
Meet "THE AWARD WINNER" In Fleet—POLKOWITZ
One of the largest
CADILLAC & BUICK Fleet Specialists In the U.S.A.
(#1 Cadillac Fleet in the U.S.A. for 6 consecutive years)
• Specializing in drop shipments in all 50 states.
• Prompt Delivery & Computerized status reports
• Competitive Rates
• Efficient Billing
POLKOWITZ
Call or write Phil Davis, Fleet Director or Evelyn De Marco, Fleet Sales Mgr.
233 New Brunswick Ave., Perth Amboy, N.J. 08862
1-800-32-FLEET IN NEW JERSEY ONLY (201)442-0100
Circle 130 on Inquiry Card

Survey Question:

What is the average percent of your fleet's total mileage considered to be personal use?

	Drugs & Cosmetics	Food & Beverage	Insurance	Chemical & Petroleum	Manufacturing-Industrial	Manufacturing-Consumer	Public Utility	Government	Banking-Financial	Other	TOTAL SAMPLE
U.S.	16.5%	16.9%	21.9%	15.0%	18.6%	13.4%	14.1%	12.9%	21.6%	15.0%	17.4%
Canada	17.2%	20.9%	25.0%	22.3%	26.7%	22.2%	40.0%	40.0%	33.0%	26.0%	22.8%

Survey Question:

Average personal mileage driven by employees on company vehicle:

	Drugs & Cosmetics	Food & Beverage	Insurance	Chemical & Petroleum	Manufacturing-Industrial	Manufacturing-Consumer	Public Utility	Government	Banking-Financial	Other	TOTAL SAMPLE
U.S. - Monthly	226.3	385.1	427.9	339.0	411.5	652.0	672.8	463.2	633.0	534.0	473.3
- Yearly (Miles)	2,830.0	4,746.6	5,693.9	5,426.6	5,677.0	5,599.3	8,051.0	3,610.0	7,103.8	6,152.0	5,440.0
Canada - Monthly	459.0	1,530.8	850.0	333.3	762.6	518.7	1,375.0	1,200.0	680.0	1,062.0	873.9
- Yearly (Kilometers)	9,163.0	7,804.4	10,000.0	4,500.0	13,520.1	5,505.8	12,000.0	14,000.0	8,165.0	5,420.0	8,605.4

BMCC

BUERGE MOTOR CAR COMPANY

FLEET GROUP

- Competitive Fleet Pricing
- Large Selection
- Nationwide Dropship
- Personalized Service

Gary Schneider Rose Smith Dean Schneider
Fleet Manager

- No Account Too Big
- No Account Too Small
- Centrally Located To All So. Calif. Areas

NVLA NVLA

WALKER-BUERGE The Ford Store

BUERGE RENAULT/JEEP

LINDQVIST MOTORS SAAB

11800 SANTA MONICA BLVD., W. LOS ANGELES (213) 820-2631

Circle 131 on Inquiry Card

PERSONAL USE

Survey Question:

Is personal use of fleet vehicle permitted by:

		Drugs & Cosmetics	Food & Beverage	Insurance	Chemical & Petroleum	Manufacturing-Industrial	Manufacturing-Consumer	Public Utility	Government	Banking-Financial	Other	TOTAL SAMPLE
U.S.												
Employee Only:	Yes	37	39	60	21	62	46	16	16	17	16	330
	No	0	0	0	3	3	1	11	21	2	1	42
Employee Spouse:	Yes	36	36	57	15	57	44	5	1	10	13	276
	No	1	1	4	9	9	2	20	36	9	4	95
Licensed Children:	Yes	22	22	23	7	23	25	2	0	3	8	135
	No	13	16	34	17	40	17	23	37	16	9	222
Others:	Yes	4	5	8	2	4	2	1	0	1	0	27
	No	23	28	41	21	48	30	23	36	16	12	278
Canada												
Employee Only:	Yes	16	13	2	4	15	7	2	2	2	5	68
	No	0	0	0	1	0	0	0	3	0	0	4
Employee Spouse:	Yes	16	13	2	4	14	7	2	2	2	4	66
	No	0	0	0	1	1	0	0	3	0	1	5
Licensed Children:	Yes	12	11	1	4	12	6	0	2	0	4	52
	No	3	2	1	0	2	0	0	3	0	1	12
Others:	Yes	4	4	0	3	3	1	0	1	1	0	17
	No	7	6	1	2	4	2	0	3	0	3	28

Quick!
Who will you call for help with your next accident?

The 800 Network
Collision Experts International
Nationwide

Call us. We're the fastest growing collision repair company in America today . . . the choice of more and more fleets and leasing companies.

Call toll-free for help with repairs, salvage disposal, temporary rentals, or subrogation.

1-800-ACCIDENT
(The No Obligation Accident Hotline)
(222-4336)
Collision Experts International One Fairway Plaza, Huntingdon Valley, PA 19006

Circle 132 on Inquiry Card

KOPLIN PONTIAC & VOLVO

John Manganelli
FLEET MANAGER

★ ★ NATIONWIDE FLEET SERVICE ★ ★

- LARGE SELECTION OF CARS
- HIGHLY COMPETITIVE PRICING
- DROP SHIPMENTS • COURTESY DELIVERIES
- PROMPT BILLING • DOOR TO DOOR SERVICE
- DAILY RENTALS OF NEW VEHICLES ON PREMISES

AFFILIATED WITH AUTO DRIVEAWAY CO.
Serving Tri-State Area
(201) 354-6100

505 N. BROAD STREET ELIZABETH, N.J. 07208

Circle 133 on Inquiry Card

portion of the repair costs resulting from accidents during personal use. Only 31 percent of the U.S. fleets do so.

Also, only 48 percent of the U.S. fleets charge their employees with an accident if someone else has the accident while driving the company vehicle for personal use. However, in Canada 53 percent of the fleets do this.

In addition, Canadian fleets are also more likely to compensate their employees who lose eligibility for a company vehicle because of transfer or reassignment. Fifty-two percent of the Canadian fleets will either make a one-time payment to the employee or offer to sell him the vehicle at a discounted rate. In the U.S., only 41 percent of the surveyed fleets indicated that they would sell the vehicle to the employee at a discounted rate. AF

Survey Question:

Is employee charged for personal use of company-owned vehicle?

		Drugs & Cosmetics	Food & Beverage	Insurance	Chemical & Petroleum	Manufacturing-Industrial	Manufacturing-Consumer	Public Utility	Government	Banking-Financial	Other	TOTAL SAMPLE
U.S.	Yes	35	34	53	19	59	39	15	8	15	13	290
	No	3	5	7	5	4	7	5	19	4	14	46
Canada	Yes	14	9	2	4	8	5	1	1	1	1	46
	No	2	4	0	1	7	2	1	2	1	4	24

Survey Question:

If yes, how are they charged and what amount?

		Drugs & Cosmetics	Food & Beverage	Insurance	Chemical & Petroleum	Manufacturing-Industrial	Manufacturing-Consumer	Public Utility	Government	Banking-Financial	Other	TOTAL SAMPLE
Per Mile Charge:	Yes	16	12	26	11	21	18	11	3	7	6	131
	No	8	7	8	2	13	6	1	3	1	3	52
U.S. Amount (cents)		17.4	15.8	15.6	18.1	15.8	17.0	19.1	15.3	19.3	16.0	16.7
Monthly/Weekly Charge:												
	Yes	12	18	16	4	24	13	4	4	6	3	104
	No	2	2	13	3	4	4	5	3	2	3	41
U.S. Amount (dollars)		60.7	57.7	57.6	41.0	65.6	47.6	60.0	53.0	57.5	71.0	58.1
Combination of Both:												
	Yes	6	5	6	4	15	8	0	1	2	0	47
	No	5	6	15	2	11	6	6	4	2	0	57
Per Mile Charge:	Yes	3	3	0	3	3	2	1	1	0	4	20
	No	3	4	0	0	1	0	0	0	0	1	9
Canadian Amount (cents)		4.7	7.7	0	14.0	8.5	16.0	8.0	0	0	11.0	9.8
Monthly/Weekly Charge:												
	Yes	10	6	1	0	6	1	0	0	1	1	26
	No	0	1	0	0	0	0	0	0	0	2	3
Canadian Amount (dollars)		61.0	45.0	32.5	0	59.0	44.0	0	0	40.0	0	53.3
Combination of both:												
	Yes	0	0	1	1	1	1	0	0	0	0	4
	No	2	5	0	0	1	0	0	0	0	2	10

DeAnza

All out of stock Chevrolets

cars, light duty and medium duty trucks

At dealer invoice

*Free delivery to So. California * $100 delivery to No. California

dealer invoice does not include rebates or holdbacks passed on by dist. or mfgr.

DeAnza Chevrolet

8200 Auto Center Dr.
Riverside, CA 92504

(714) 687-2252

*Offer good through Oct. 31, 1987

NAFA AFFILIATE

Circle 134 on Inquiry Card

USED CARS

The following are average car prices ending August 5, 1987. Prices are based on wholesale activity at major dealers across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically in IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in *Automotive Fleet* by special permission of Automotive Market Report.

Model	Zone 1	Zone 2	Zone 3
85 AMC ALLIANCE			
Sdn 4 Dr L Series	3308	3343	3242
84 AMC ALLIANCE			
Sdn 4 Dr L Series	2600	2624	2548
85 AMC ENCORE			
Sdn 5-Dr S Series	3292	3325	3225
84 AMC ENCORE			
Sdn 5-Dr S Series	2595	2620	2542
85 BUICK SKYHAWK			
Cust Coupe	3733	3770	3659
Cust Sdn	3790	3829	3713
85 BUICK CENTURY			
Cust Sdn	5799	5859	5683
84 BUICK CENTURY			
Cust Sdn	4812	4857	4715
85 BUICK SKYLARK			
Cust Sdn	4328	4372	4242
84 BUICK SKYLARK			
Cust Sdn	3447	3481	3380
85 BUICK SOMERSET REGAL			
Coupe	6292	6356	6167
85 BUICK RIVIERA			
Coupe	10,269	10,373	10,065
84 BUICK RIVIERA			
Coupe	8540	8624	8371
85 BUICK LE SABRE			
Cust Sdn	8824	8914	8648
Cust Cpe	8733	8820	8560
85 CADILLAC DE VILLE			
Cpe	10,718	10,823	10,504
Sdn	10,718	10,823	10,504
84 CADILLAC DE VILLE			
Cpe	8162	8240	7999
Sdn	8104	8189	7944
85 CADILLAC SEVILLE			
Sdn	14,852	14,999	14,557
84 CADILLAC SEVILLE			
Sdn	12,336	12,460	12,091
85 CHEVY CHEVETTE			
Htchbk 4 Dr	3023	3051	2962
84 CHEVY CHEVETTE			
Htchbk 4 Dr	2345	2367	2297
85 CHEVY CAMARO			
Cpe	6474	6540	6348
84 CHEVY CAMARO			
Cpe	5413	5465	5304
85 CHEVY CAVALIER			
Sdn	4240	4281	4154
84 CHEVY CAVALIER			
Sdn	3419	3451	3349
85 CHEVY CELEBRITY			
Sdn	5282	5335	5180
84 CHEVY CELEBRITY			
Sdn	4094	4136	4016
85 CHEVY CAPRICE			
Sdn	6728	6792	6592
84 CHEVY CAPRICE			
Sdn	5370	5425	5264
85 CHRYSLER LE BARON			
Cpe	5422	5473	5312
Sdn	5456	5510	5349
84 CHRYSLER LE BARON			
Cpe	4310	4353	4221
Sdn	4310	4353	4221
85 CHRYSLER FIFTH AVENUE			
Sdn	8383	8466	8212
84 CHRYSLER FIFTH AVENUE			
Sdn	7053	7126	6913
85 DODGE OMNI			
Htchbk 4 Dr	3372	3406	3304
84 DODGE OMNI			
Htchbk 4 Dr	2677	2703	2624
85 DODGE ARIES			
Sdn	4034	4075	3955
84 DODGE ARIES			
Sdn	2988	3019	2929
85 DODGE DIPLOMAT			
Sln Sdn	4620	4664	4528
84 DODGE DIPLOMAT			
Sln Sdn	3552	3586	3480
85 DODGE LANCER			
Sdn	5479	5535	5370
85 DODGE 600			
Sdn	5082	5131	4982
84 DODGE 600			
Sdn	3784	3821	3706
85 FORD ESCORT			
Htchbk 4 Dr L Series	3518	3554	3449
84 FORD ESCORT			
Htchbk 4 Dr L Series	2786	2816	2734
85 FORD MUSTANG			
LX-4 Cpe	5059	5110	4957
84 FORD MUSTANG			
L-4 Cpe	4100	4140	4018
85 FORD TEMPO			
GL Sdn 2 Dr	4222	4265	4138
GL Sdn 4 Dr	4292	4337	4206
84 FORD TEMPO			
L Sdn 2 Dr	3212	3244	3148
L Sdn 4 Dr	3263	3298	3196
85 FORD LTD			
Sdn	4513	4559	4423
84 FORD LTD			
Sdn	3378	3413	3313
85 FORD CROWN VIC			
Sdn	7673	7746	7519
84 FORD CROWN VIC			
Sdn	6177	6240	6055
85 FORD THUNDERBIRD			
Cpe	6577	6643	6446
84 FORD THUNDERBIRD			
Cpe	5426	5480	5317
85 LINCOLN CONTINENTAL			
Sdn	13,303	13,438	13,039
Town Car Sdn	12,012	12,133	11,772
Mark VII Cpe	13,030	13,156	12,766
84 LINCOLN CONTINENTAL			
Sdn	10,018	10,118	9816
Town Car Sdn	8904	8992	8727
Mark VII Cpe	9730	9827	9535
85 MERCURY LYNX			
Htchbk 2 Dr	3344	3377	3275
84 MERCURY LYNX			
Htchbk 2 Dr	2649	2673	2593
85 MERCURY COUGAR			
Cpe LS	7279	7350	7133
84 MERCURY COUGAR			
Cpe LS	6022	6083	5901
85 MERCURY TOPAZ			
GS Sdn 4 Dr	4432	4475	4343
84 MERCURY TOPAZ			
GS Sdn 4 Dr	3427	3461	3358
85 MERCURY MARQUIS			
Sdn	4572	4618	4481
84 MERCURY MARQUIS			
Sdn	3433	3465	3361
85 MERCURY GRAND MARQUIS			
Sdn	8076	8156	7914
84 MERCURY GRAND MARQUIS			
Sdn	6524	6589	6394
85 OLDS FIRENZA			
Sdn	4423	4468	4337
84 OLDS FIRENZA			
Sdn	3762	3800	3685
85 OLDS CIERA			
LS Coupe	5721	5780	5608
LS Sdn	5794	5853	5677
84 OLDS CIERA			
LS Cpe	5721	5780	5608
LS Sdn	5794	5853	5677
85 OLDS CALAIS			
Cpe	6217	6279	6093
85 OLDS CUTLASS SUPREME			
Cpe	6458	6523	6331
Sdn	6297	6359	6169
84 OLDS CUTLASS SUPREME			
Cpe	5360	5414	5252
Sdn	5218	5273	5116
85 OLDS DELTA 98			
Rgcy Sdn	8694	8779	8518
84 OLDS DELTA 98			
Rgcy Sdn	7406	7480	7259
85 PLYMOUTH HORIZON			
Htchbk 4 Dr	3368	3402	3301
84 PLYMOUTH HORIZON			
Htchbk 4 Dr	2696	2722	2644
85 PLYMOUTH RELIANT			
Sdn	4034	4077	3955
84 PLYMOUTH RELIANT			
Sdn	2976	3006	2917
85 PLYMOUTH CARAVELLE			
SE Sdn	4928	4976	4829
85 PLYMOUTH GRAN FURY			
Salon Sdn	4726	4770	4632
84 PLYMOUTH GRAN FURY			
Salon Sdn	3659	3695	3584
85 PONTIAC T-1000			
Sdn	3083	3114	3023
84 PONTIAC T-1000			
Sdn	2499	2526	2451
85 PONTIAC SUNBIRD			
Sdn	4409	4453	4321
84 PONTIAC SUNBIRD			
Sdn	3608	3645	3537
85 PONTIAC 6000			
Sdn	5516	5573	5407
84 PONTIAC 6000			
Sdn	4367	4411	4278
85 PONTIAC GRAND AM			
Cpe	6159	6222	6038
85 PONTIAC FIREBIRD			
Cpe	6552	6615	6420
84 PONTIAC FIREBIRD			
Cpe	5543	5500	5336
85 PONTIAC BONNEVILLE			
Sdn	5804	5864	5687
84 PONTIAC BONNEVILLE			
Sdn	4671	4717	4581
85 PONTIAC GRAND PRIX			
Cpe	6350	6415	6224
84 PONTIAC GRAND PRIX			
Cpe	5276	5331	5170
85 PONTIAC PARISIENNE			
Sdn	6861	6927	6722
84 PONTIAC PARISIENNE			
Sdn	5520	5573	5407
85 NISSAN SENTRA			
Dlx Sdn 4 Dr	3365	3399	3299
85 NISSAN STANZA			
XE Htchbk 4 Dr	5069	5120	4967
85 NISSAN MAXIMA			
SE Sdn	8678	8765	8504
84 NISSAN SENTRA			
Dlx Sdn 4 Dr	2650	2675	2597
84 NISSAN STANZA			
XE Htchbk 4 Dr	4103	4146	4021
84 NISSAN MAXIMA			
GL Sdn	6698	6766	6565
85 TOYOTA COROLLA			
Sdn 4 Dr Dlx	5044	5094	4944
85 TOYOTA CAMRY			
Sdn 4 Dr Dlx	6750	6818	6614
85 TOYOTA CRESSIDA			
Sdn	9794	9891	9599
84 TOYOTA COROLLA			
Sdn 4 Dr Dlx	3949	3988	3871
84 TOYOTA CAMRY			
Sdn	5516	5572	5406
84 TOYOTA CRESSIDA			
Sdn	7676	7755	7524
85 VOLKSWAGEN JETTA			
Sdn 4 Dr	5868	5926	5749
84 VOLKSWAGEN JETTA			
Sdn 4 Dr	4389	4432	4301

CLASSIFIED

CARDINAL CONSULTANTS
Auto Rental & Leasing Specialists

With over 25 years of proven success in management consulting, market assessment and development, feasibility analysis, finance plans, cellular phone, strategies, business plans, **cash flow enhancement,** forecasting, franchise acquisition, start ups, interim management training and recruiting.

If you are interested in "hands on" cost effective solutions to ***productivity and profit*** *problems call:*

Paul R. Carls at
(714) 777-1317
CARDINAL CONSULTANTS
P.O. Box 846
Atwood, CA 92601

CANADA

MONTREAL AUTO AUCTION LTD
325 rue Norman
Ville St-Pierre
P.Q., Canada H8R 1A3
Phone (514) 483-6000
WEDNESDAY — 10:00 A.M.

ONTARIO AUTO AUCTION CORP.
406 Lake Ave North
Hamilton, Ontario
Canada L8E 3C2
Phone (416) 560-4851
THURSDAY- 10:00 A.M.

HALIFAX-DARTMOUTH AUTO AUCTION LIMITED
15 Notting Court, Burnside Industrial Park, Dartmouth
N.S., Canada B3B 1N2
Phone (902) 465-3373
TUESDAY — 10:30 A.M.

LAWRENCE AUTO AUCTION EXCHANGE LTD.
12742 King George Hwy
Surrey, British Columbia
Canada V3V 3K5
Phone (604) 580-0011
TUESDAY 6:30 P.M.
SATURDAY 10:30 A.M.

WINNIPEG AUTO AUCTIONS INC.
Box 19, Group 242, R.R. 2
Winnipeg, Manitoba
Canada R3C 2E6
THURSDAY - 11:00 A.M.

WE BUY TERMINATED CARS & TRUCKS
"NATIONWIDE"

- HIGHEST % OF RESIDUAL RETURN *More Money To You!*
- GUARANTEED 10 DAY PAYMENT
- FAST FREE NATIONWIDE PICK-UP
- ACCURATE & COMPLETE CONDITION REPORTS
- SALVAGE DISPOSAL
- OFFICES NATIONWIDE
- 20 YEARS PROFESSIONAL EXPERIENCE

FLEET LEASE DISPOSAL, INC.
Call Terry Dasterling
305-339-8294
180 East Highway 434
Longwood, FL 32750

ATLANTA
FT. WAYNE VEHICLE AUCTION
FORT WAYNE

Specializing In Fleet & Leasing Vehicles

- Weekly Fleet & Leasing Sales
- Weekly Heavy Duty Truck Sales (Largest Stationary Truck Auction in U.S.)
- Pick up Service with company owned Transportation in 12 state area daily & anywhere in U.S.
- Accurate detailed condition reports
- Cars and Light Duty Trucks Tuesdays
- Heavy Duty Trucks & Trailers Wednesday

Call for current market info:
Ft. Wayne (800) 331-2150
Atlanta (800) 223-2150

WANTED

1985 or 1986 Ford Ltd.'s — 6 cylinder, auto., air. Mileage between 20,000 & 40,000 mi. Anywhere on East Coast

Contact Bill:
(518) 383-3200

GAS PRICES

UNLEADED

City	Cost Per Gallon Unleaded Full-Serve	Self-Serve
Juneau, AK	149.9	133.9
Jasper, AL	104.4	85.9
Pine Bluff, AR	123.9	94.9
Kingman, AZ	145.9	107.4
Whittier, CA	124.9	90.9
New London, CT	115.4	114.4
Gainesville, FL	139.9	104.4
Chicago, IL	133.5	105.4
Louisville, KY	133.9	101.6
St. Paul, MN	125.9	100.9
Rochester, NY	98.9	92.9
Philadephia, PA	111.0	92.7
Chattanooga, TN	134.2	104.9
San Antonio, TX	116.4	87.4
Yakima, WA	159.9	102.4

Survey conducted during the first five working days of August 1987.
Supplied by Runzheimer International, Runzheimer Park, Rochester, WI.